Secret extradition
$\qquad$
Paris bomb
Abobub hast tigitivy damped

Francols Truttaut
 Lauda's tule
Anstimin Naid teade won the world turie when ho flusised secomid in mire
 Same Hand totaled 7 P. pooint so to
Marathon record


# FI <br> No. 29,454 

NANCIALTIMES
EUROPE'S BUSINESS NEWSPAPER
Monday October 221984
D 8523 B

Wayward trawler puts Spain at bay in EEC talks

## By vo Dawnay in Erassols

THE , iLL FATED voyeye of the










$\qquad$
$\qquad$ Dubir will onifirm the vieut tha





 metimp and
All hast meek, Eurpoear Coumis-





If you're plaming to expand or re- Bristol's excellent transport links with the locate yourr company, have a good look at restot Britain and overseasforone. And for
Bristol and see why its the natural fisst
another, the first class educational and rechoice of over 60 American Companies.
Hewlett Packardare here in force. And
search and development facioitios offered
by the universities of Bristol and Bath Of
 research and development operation out-

Other American companies in Bristol On the British side, at least one Bristol company is reaching for the stars. British
Aerospace is bulding a satellite to $x$ search Halley's Comet,
Aerospace, robotics, electronics, Aerospace, robotics, electronics,
computers, Bristol is a hive of high techinology. There are more than 200 science-
orientated companies here. An inpressive technology base by any standards. The Colle Green, Bistol BSI STR. Thereare many reasonswhy American or quicker sith telephone (0272) 291620.
companies are believing in Bristol Take or Telex 449714 BRIEDO

forindustryand commerce


| UK steps up pressure on Durban fugitives | Community bid to break deadlock <br>  <br> A NEW OUNT PEE IN STRASBOU the European Community will be made by lhe foreign minis- ters of the Ten in Luxem <br>  <br> today-although the most diff- | Nato plans review of N-weapons strategy By Bridget Blot | Reagan and Mondale trade broadsides on foreign policy |
| :---: | :---: | :---: | :---: |
| Tur matisit |  |  |  |
|  |  |  | Say |
|  |  |  |  |
|  |  |  |  |
|  | UK blocks inspection of |  | \% |
| , | some nuclear activities of kidnapped priest |  |  |
|  |  |  |  |
|  |  | \%ivit |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  | U.S. to press Britain on |
|  |  |  | price air fares |
|  |  |  |  |
|  | Chinese leaders call for sweeping reforms |  |  |
| Italian TV go.ahead |  |  |  |
| dimammemit |  | \%ume mixumy imm |  |
|  |  | mim katam |  |
|  |  |  |  |
|  |  |  | Niz |
|  |  |  |  |
|  | kel | k |  |
|  |  |  | GM shuts assembly plants |
| Irreif Cabimet |  |  |  |
|  |  |  |  |
|  |  |  | dim |
|  |  |  |  |
|  |  |  |  |
|  | 20 |  |  |
|  |  |  | maid |



## WORLD TRADE NEWS

## Heseltine dilemma over weapons system deal <br> bY BRIDEET BLOOM, DEFENCE CORRESPONDENT 

## WORLD SHIPPING REPORT

## Charterers await oil price news

bY ANDREW FISHER, SHIPPING COROESPONDENT


## French companies to

 build fertiliser plant

Riyadh university contract cancelled






## Wide range of VCR prices found by consumer groups

BY PAUL CHEESERIGHT IN BRUSSELS
EUROPEAN BUYERS of video cas- price system which has kept up
prices artificially, mainly for the














Joint British and Dutch bid for ferry contract
BY ANDREW FSHER, SHIPPING CORRESPONDENT, IN LONDON BRITISH AND Dutch shipyards Giessen-de Noord, which has just
are expected to make a joint ap- won a 40 m contract 10 build a ferry

 a company owned by Peninuular
and Oriental Steamship of the UK and Oriental Steamship of the UX
and Nedloy of Holland
The The company Nornth Sea Ferries
operates mainly between Hull and operaters mainly betwen Hull and
Rofterdam. It has long been ullkin
of ortering two of ordering two neem passenger and

 many have also tendered, will
from the two shareholdeser
The Brtish yard involved in
 south-west Scotiand which has ex-
perience int the cabin-buiding tech-
niques nsed in modern ferry consturetion
The Dutch yard will be Van der livery.



Speak french in three weeks. Speak le francais in three weeks. Parlez le francais in three weeks.
Parlez le français en trois semaines.





HOPES RISE OF END TO VAUXHALL STRIKE

## Austin Rover and Jaguar face threat of industrial action

BY ARTHUR SMTH, MIDLANDS CORRESPONDENT










 and



 nem mimim
s



s


## Loss of $\mathbf{1 0 , 0 0 0}$ jobs feared in petrochemicals

## by usa wood


$\underset{\substack{\text { ia } \\ \text { prico an } \\ \text { New } \\ \text { and }}}{ }$



 had occurred, 4 ppo 20 per e eint of
the existign 5000 jobs mint ind

Treasury concerned by Bank rescue operation
by peier fidopel, poumenl edram



 sanats hanalimg bo
leadink up
thimp






## MESAMM LIITI

u.Th (wantul) Limita


ANNOUMCEMENT TO SHAREHOLIDERS

 ynn

 :上ix 0



Take home a little something that will please your wholefamily IBM's Portable Personal Computer. In many ways it's just like a normal PC.

Its maximum memory of 512 Kb makes it powerful enough to complete tasks youd normally ask only of a desktop computer Its built-in diskette drive takes normal sized floppy diskettes.

The IBM Portable PC comes with a full-function, full-sized foldaway keyboard. Even five expansion slots, so you can add
printers and a communications facility

And yet the whole computer weighs in at just 30Ibs.

So, using a suitable operating system, you can run virtually all your IBM-supplied desktop PCs software on an IBM computer the size of a typewriter.

Itsportabilitymeans that the last place where you have to work late is the office. When youre at the office, it can be used just like a normal IBMPC.

And when the mountain
won't come to you, take the IBM Portable PC with you, to discuss accounts, run through forecasts and break down statistics at your client's office.

In fact, the IBM Portable PC can be used anywhere. All you need is a mains socket.

So your family could well see a lot more of you. And you see a lot less of the office.

For further information on the IBM Portable Personal Computer phone 01-200 0200 or clip the coupon.


Roger Kojecky, IBM United Kingdom Product Sales Limited, FREEPOST Greenford, Middx UB6 9BR.
(Tel:01-578 4399.) PORT/FT/22/10/84
Name
Position
Company $\qquad$
Address

Tel No: $\qquad$


ROOSEVELT AND CHURCHILL： ATALE OF TWO MARTINIS Concerning affairs of state，these iwo great
statesmen were frequently of a single mind statesmen were frequently of a single mind． But in the mixing of dry martinis，there was a
FDRenjoyes his dry martini in the then tradition manner，two parts gin to one part vermouth．Sir

wformaton systems unit closed in new upheaval

## GEC dismantles division

| DE JONQufieres |  |  |
| :---: | :---: | :---: |
| general electric compary | to GEC execuives，fine | U．S |
| （GEC）has disbanded its informa－ | dismanting of Gecis has resulted in | adid |
| was formed in 1981 in an attempt to |  |  |
| break into fastrmoving in |  | fies miti GECs manuiacturing op－ |
| tect | GEC had hoped that Geesis would |  |
| tronic office autoration． |  | the equipment it sells from |
| Gecis＇s four operating | markets where compu | suppliers． |
| more than | sal | In the past tra years ET has mon |
|  | lenges bowever，and prosit margins | for larse |
| pa |  | und |
| － |  | ern Telecome Reliance is also un－ |
| distribution | British Telecom in | narch |
|  | ales and production dif | cause BT holds the exclusive marketing rights |
|  |  |  |
| other upheevals in GECS 570 m． | portant part in Gecis＇s office auto－ |  |
| munications ind | ma | ceraber，rill sontimue to supervise |
| past three ye |  |  |
|  |  |  |
| taken place． |  | computer unit |



Every Monday＊Wednesday，Firday and Sunday， a luxuriously appointed Cathay Pacific 747 leaves a luxunously appointed
Frankfurt for Hong Kong
Our univalled inflight senvice excellent auisine ensure that you anive in better shape＇ refreshed and ready for work

Unless，of course，you choose to stay with us and $⿴ 囗 十 y$ to one of our nineteen other ports of call in the Far East and Australia．

Once you have conducted your business；well fly you home in the same sumptuous comport that bas twice won us the title，TBest Airline To The Far East
．Our flights leave Hong Kong every Tuesday， Tursday，Saturday and Sunday

Our new service is operated in conjunction with Lufthanss，offering you a daily service from Frankfurt to and from the business centre of the East．
For further details contact Cathay Pacific Airway Ltd，Feuerbachstrasse 26， 6000 Frankfurt／Main 1.




## Truck output doubled

 at Seddon Atkinson
## BY KENNETH GOODING，MOTOR NDUSTRY CORRESPONDENT

 SEDDN A Atinson．the OK heary would take three or four years fortruck producer，has doubled output Sedican to ogegain its former 15 per







Since 1820 JohnnieWalkerRed Label．

Since 1820．Recognised for good taste throughout the worid．

## THE NEW WILSON TRAILER MAY CUT YOUR TRANSPORT COSTS BY UP TO 40\％．



A TECHNOLOGICAL ADVANCE IN ENGINEERING HAS ENABLED THE TRAILER TO BE BUILT WITH TWO FIXED FLOORS WITH FULL STANDING ROOM ON BOTH－INCREASING THE STANDARD 12M TRAILER FLOOR SPACE BY 70\％AND THE CUBE BY $30 \%$－WITHIN THE OVERALL EUROPEAN STANDARD HEIGHT OF 4M．

THE VERY EFFICIENT 1000kg LIFT SERVING BOTH FLOORS HELPS MAKE THE WILSON DOUBLE－DECK THE MOST COST EFFECTIVE FREIGHT TRAILER IN THE WORLD FOR BOTH LIGHTER AND HEAVY GOODS．
CALL AND SEE IT AT THE MOTOR SHOWI STAND 450 UNTIL 28TH OCTOBER OR． CONTACT US FOR FULL DETAILS．．．

WILSON DOUBLE－DECK TRAILERS LTD．
FIRST STREET，BELFAST，BT13 2DG．PHONE 0232244013 TELEX 747448／747008．

Financial Times Monday October 22.1984

## UK NEWS

Lisa Wood reports on a product set to double its sales in a year

## Hot market for microwave ovens

ONE IN 10 of British households is tor general of the Associztion of wave is a lean appliance, with only
Iikely to have a microweve oven by Manufacturers of Domestic and the food being heated and not the




High Standards


STATISTICAL TRENDS: FRANCE


## Growth moving into line with competitors



## 1715 carats



Cordon Bleu by Martell

## The State of Maryland, U.S.A.,would like to put a little temptation in the way of British business.

In Maryland we offer business people $\boldsymbol{*}$. the biggest incentive of all - a commitment to help protect your profirs - the So if yourre thinling So if youre thinking of establishing tion facilities in America, Maryland is the place to begin
It's situated about half way down the night hand side of the.USA, on the doorstep of Washington D. $C_{n}$ and roughly equidistant from Boston, Chicago and Adlanta In Baltimore, we boast the second busiest container port on the eastern seaboard, and have three duty free Foresgn Trade Zones. erion so you can ty nontop to - Marland is a fine place to live Me mete has te highest oun sailing boats per capita in the entire USAI Whaing boats per capia in whe wer bighest concentration of engineers, scientists and slilled techricians of any region in the and pethaps the world.
But, most important, Maryland is unashamedly "pro-business"

There used to be two kinds of comic you could buy. The ones with pictures and the ones with words.

If, asaboy youchoseThe Hotspurinsteadof the more graphic Beano or Radio Fun you revealed an early affinity for The Economist.

Like The Hotspur we are ajournal for readers.

We write with a certain sense of glee and though we have no room for 'Kid McCoy, the bravest boy in Tennessee' or 'Tiger Cubb and Slasher' ourcastofcharacters isequally colourful.

From The Hotspur 2.10.48.
Inthedressing-room the Cityplayerswere laughing and joking. They had reason to be pleased with themselves.Theyhadjustbeaten theirlocal rivals, Eastboro' Athletic, by two goals to one.

Jackie had scored the goals, but he knew that Tommy Hamilton, the inside-right, was the brain behind the scores.
Only real football experts, critics such as Gil Talbot, the City manager, who never missed a move, realised that Tommy was a football genius.

He was so unobtrusive, so quick with his littleflicks that the mass of spectators had not tumbled to his skill. He was a football Shiadowman.

Mr Scargill, President Reagan, Lord King and Mrs Thatcher make regular appearances in ourcolumns.(Sometimes comic,sometimes not.)

We cover the worlds of politics and business and we do it on a world-wide scale.

Ourleader columns actually put forward ideas solutions and opinions.

They are often on the attack, seldom on the fence.

In recentissuewehad this tosay of MrKen Livingstone: "The reality is that the charming Mr-Livingstone, in his modest way, has turned

## From The Economist15.9.84.

Spain's professional footballers stayed at home last Sunday and thoroughly enjoyed their rest. The fans were sick as parrots.

On September 9th, amateurs and juvenilessubstitutedin league gamesfor the stars. Average attendance plummeted to a tenth of normal, hardly enough to pay for stadium upkeep.

Barcelonas new Scottish signing, Steve Archibald, played safe and stayed on the touchlines, though he is not yet a member of the players union.

Thisweekthegovernmenthasbeentrying to blow the whistle as the players' and clubs committees argue things out.

It is the third time that Spanish players have gone on strike for better conditions, but this time they were united. A union meeting of more than 600 professional players voted almost unanimously to stay off the pitches.

## The measured approach pays off

David Lascelles on why the UK clearer looks in better shape than some of its rivals
 Teamanne pitivis moond











Aiming to be an all－round primary dealer

$\qquad$ 48リ










## （56）

COUISES
A zunigesment tax updite，
London November $26 .{ }^{\text {Fee：}}$















## Phaip wilicinon

andence is
..$i t ~ t h e s e ~$




When you have business away from home， home is never far from your thoughts．
That＇s because there are times when there＇s more at stake than just money． Along with the contracts and deadlines， business travel can putsressen
family life which are hard to illigore．
Chartering your own flight from MCAlpine means thatyou can usually get home the same day howeverlong your meeting takes．

Avoiding the expense and inconvenience of
staying overnight in hotels．
In fact on a surprising number of flights，
MCAlpine Charter can actually save you money． From the minute you arrive a know the MCAlpine service is something special Customs and check－in formalities take just minutes．Then you board immediately． Tosay thatyou get VIP treatmenton your flight is an understatement When you chatter from MCAlpine，it＇s like having your own personal airline

We can offer one of Europe＇s best selections of executive aircraft．So we＇ve got the plane that suits dual needs．And our Luton base is underan hiour＇s drive from centra London，and easily accessible from the Midlands． on For further details，call MCA pin We may not always be cheaper in terms of money， －a－



AVIATION
YOUR BUSINESS IS WORTH IT．
YOURBUSINESS IS WORTHIT．＿＿＿

## Heres where the advantages of M＇Alpine Charter really come home．

## 雨四



# OTHERS ANNOUNCE A NEW MODEL. BEDFORD ANNOUNCE A NEW RANGE. 



From time to time, most manufacturers manage to launch one new model.

This year were launching half a dozen.
So whatever kind of transport business youre in, we probably have just the vehicle to help you run it.

Take the new Astra van, for example.
Following in the mega-successful tracks of its predecessor (Van of the Year '83) its the product of a $£ 50$ million investment at our Ellesmere PortPlant.

A van designed with computers more sophisticated than those used on the Apollo Space.programme.

Hence the incredibly low drag factor of 0.35 . The all new interior. And the improved economy.
(Watch this space for the Van of the Year'85 awards.)
Next, filling a gap in our range, is the new Midi.
Available early next year, the range comprises both panel vans and personnel carriers. They deliver new standards of reliability, comfort and performance.

And they will be the product of a $£ 70$ million investment at oür Luton plant.

Likewise the new CF2. Into its proven, durable body we've transplanted a new heart. There's now a completely different set of mechanics.

We've installed new gearboxes, a new interior and a.gutsy, hard-working 2 -litre petrol engine.

And though this unit is new to the CF; it's already pulled its weight in well over $11 / 4$ million GM vehicles.

Of course, improving a truck like the TL is easier said than done.

But wèvè donè it: Over 60 changes have been made.
Including a bigger choice of wheelbases. Power steering as standard. Lighter clutch operation: And many revisions to the cab.

All of which makes life easier for drivers. But tougher on our competitors.

The same goes for our heavyweight aitic, the TM.
With a brand new 10 -litre Cummins engine, it now packs a massive 283 bhp punch.

Which is more power than some 14-litre engines can deliver.

Yet the TM still maintains its enviable reputation for economical (some say miserly) operation.

Finally, riding high at the bottom of the page


NEW VENTURER COACH CHASSIS

> OUR NEW RANGE SHOWS 罣팬 BEDFORD MEANS BUSINESS.




Frances Kelly/Wigmore Hall



#### Abstract

Macbeth/Young Vic Martin Hoyle 


The RSC on the road/Lincoln Cathedral Michael Coveney


B minor Mass/St. John's


## Camerata Bern/Elizabeth Hall



## Andrew Clements

Arts Guide $=\underset{y}{\circ}$


Cinaneial Thimes Manday October 221984


Whnning a Grand Prix is a major achievement by any standard．
But to sweep the board，as Marlboro McLaren have done this year， is almost unheard of．

To the drivers，it＇s proof that no one on earth can touch them behind the wheel．

And to those who designed and manufactured the car，it＇s proof that they＇ve pulled off a miracle of engineering．

As the company who manufactured the cars radiator core，wệve every reason to pop a few corks ourselves．

The core，after all，stood up to the searing heat of the turbo engine throughout the entire Grand Prix season．
（And，as devotees of Formula One will know，overheating problems can too easily put a car into the pits．）

Its coming up trumps in such conditions thatso given us the credentials to supply the world＇s most demanding automobile companies． It also explains，in no small measure，our reputation as a manufac－ turer and distributor of mass automotive parts here in Britain．

And，finally，its a pretty good indication of why weve product
successes as mighty as Samson－the only car battery to offer the motorist an unlimited guarantee for as long as he owns his car

Even this issit the beall and end－all．
Were making great headway in the produet distribution area，too by creating major development opportunities through our Contract Services division a new coneept pioneered by Unipart．

Their suceess in the parts and logistics business has evenled Jaguar， one of the worlds most profitable car companies，to award Unipart their contract to handle car parts worldwide．

And this is the first of many whole goods manufacturers，both inside and outside the motor industry，who are currently following suit．

In this，as in every area，were constantly working to improve and expand our business base by understanding our eustomers＇needs better than anyone else．
 way，no one will be more pleased than us．

The one thing well never do is rest on them．

Where else，but out in front．


International telecommunications

## A price

 war with a lot at stakeGuy de Jonquieres on cuts in transatlantic phone charges




[^0]
## Oil prices and the dollar



## Holding back the

 City lifeboat
 averted collapse of Johnson banks must, in the absence of
Mathey Bankers to sugsest that funter information on which to






 risks, but
courses of
for
foree it forred
formol
sinace
suad
suad
suant
loses


## Shaken

The Governor of the Bank
anquet last weekion that "o
cannot alwas deliberae or
design of the he design of the house over
hee
ditchen is
son fire.
But the
 $A_{0}{ }^{2}$








## eek

Paul Taylor, in New York, looks at the meteoric rise of MCI
and

## M25JUNCTIN 28 - 12 MRES

 HIGH QUALTTY SPECIFCATION OPPOSTE CHEL MSFORD B.R STATION LNERPOOLST. 35 MINUTES
## FOREIGN AFFAIRS <br> La France at the fulcrum

## By Ian Davidson


$\qquad$


Lombard

## Surreal air on EEC expansion




If you wanta high interest chequeaccount, here's your first check.


Terry Byland on Wall Street
Oil-price
cuts fuel
a lift-off

## hong kong and chinese businessmen under investigation

## HK share dealing probe launched






## Japanese banks to support loan company









 prices abrood, ,into the UK. That
case has now led to the dratign o
EEC regulations aimed at hringin UK prices closer to those charge Mr Dous Walker, manasing d-
rector of Tonk Deere
UK onimmee Was beveen investigated and sompan
number of other ocmpanies were
noso believed to be under examina

## Bitish executives of Internation

 J. I Case, however, denied knowl-edge of any investiadion apaint
them Commission officials would say onty that then werece condocting
an inviry into the tarm machinery
 Lion of John Deere as a test sase.
One executive said that althoug
no tormal barriers existed to trad In farm machineryst the corplexitit
iffering national rules might in The investigation is ik likely
T ditfe ery yrom one EEEC coumtry to than-
other, and measures enacted by
varis credit to tarr
ery prices.
"
U.S. defends tax on Eurobond issues


## Britain's coal chief

 gets new assistant
## Continued from Page 1


gin a atipa
gotiations
The point
NCB and
and

## scope of the appopeals bentres on which the boardi, in the last round of talle

 agreed to set up under Napods prres.sure. The union wishes the body to be empowered to deal with a wide
rang of issues. The NCB wishes to
be restrictect to the consideration of

The boarl's refusal to delete the
word "closures" from the draft torreement led to last week's failure
to
Neftule the dispute between it and Mre Eric Hunt, the union's area
seerretary, for Leeicestershire, said he beljeved it represented ve
litte differences between Naco
and the board .


EEC farm machinery price probe By Andrew Gowers in London
TFI EEC is investigating Jobn
Deere, the Britith farm
comachinery
cmany and possiby other manu-
 policices
Thices of tarm machinery in the
NK are generally higher than in Prices of farm machinery in the
UK are enerrally hifher than in
other EEC countries, notathly Bet
gium
The invertigation is seing parsu-
ed urgently and a decision is iskely




## 

5pulled
neme
nind
and
are
ane
$\underset{\substack{\text { are } \\ \text { are } \\ \text { mer }}}{\text { and }}$
prese
posit
MontrendIn the last two year, he said, av.
erage earuing 5 in Entain had isen
heen createceMr Lawson arred that unemabolishing trade union monopoply
powess, and maling trade
unio
2,


|  |  |  |
| :---: | :---: | :---: |
|  |  |  |
|  |  |  |
| ates adiut tirily yir |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
| 隹 |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
| arememe |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
| it |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |

## THE LEX COLUMN

> No call-up for the reserves

## It seems there are only two builders to choose from these days.



[^1]
## Wall Street upturn boosts Eurobond secondary market prices

by peter montagnon, euromarkets correspondent, in London


$\qquad$




$\qquad$


## Trizec Corporation Ltd.

Can. $\$ 50,000,000$
$13 \%$ SeniorDebentures to mature October 15,1989


\$50,000,000

## Thudsons Bay Company

141/4\% Notes Due 1989
morgan stanley intervational
societe generale
AMRO INTERNATIONAL
BANQUE GENERALE DU LUXEMBOURG S.A. BANQUE INTERNATTONALE A LUXEMEOURG S.A. BAYERSSCHE YEREINSBANK CHEMTCAL BANK INTERNATIONAL GROUP CIBC COUNTY BANK CREDIT COMMERCIAL DE FRANCE CREDIT LYONNATS CREDITANSTALT-BANKVERELN

 KLEINWORT Limite MERRILL LINCH CAPITAL MARKETS

SFTSS BANK CORPORATION INTERNATTONAL LIMTTED S. G. WARRBURG \& CO. LTD. WOOD GUNDF INC. WOOD GUNDY INC. TAMAKCII INTERNATKONAL (EURZPE) September 17, 1984
U.s. BONDS

Bulls take command as lower short-term rates fuel rally


UBS lifts earnings for 1983 by $15 \%$ UNION BANK of Switerla
bas forecast good results

 fisvourabsy coninnued to devel
in vetors
during theally thi




## Pirelli to raise

SwFr 116m By or Zarich Correppondent
SOCIEE INTRNATIONALE

Greece to settle terms on $\mathbf{\$ 3 0 0 m}$ loan

$\qquad$


## Mohawk considers bid proposal

|  |  |  |
| :---: | :---: | :---: |
| ture |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
| by Mr Asher B. Edelman, 2 NewYork ermitrager who controls a |  |  |
|  |  |  |
|  |  |  |
| become chairman of Mohawk ment of Mohawik Data Sciences. profitably.", |  |  |
|  |  |  |
|  |  |  |
| Alternatively he bas offered to shortly after Mohawk reported force and a /oratorium on new set up a new company to losses of $\$ 49.6 \mathrm{~m}$ for fiscal 1884 hiring. |  |  |
|  |  |  |

## Transamerica plunges





|  |  |  |
| :---: | :---: | :---: |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |

## TECHNOLOGY

EDITED by alan cane
NATIONAL PROWESS IN LIFE SCIENCES IS BECOMING A STRATEGIC ISSUE

## French 'falling behind in biotechnology'

BY DAND MARSH IN PARIS


#### Abstract

           


Energy

## Wellcome attacks liver cancer with Biogen vaccine

## BY STEPHANIE YANCHINSKI IN LONDON


 The Welleome Foundation
tast week announced that it thad








 YOU'VE PROBABLY NEVER HEARD OF.
Columbia's Compatibility - the best of only a handful of companies providing IBM-PC compatible systems.
Columbie's Value-providing a complete solution to your business requirements by offering you cost effective entry level systems with affordable expansion capabilities, and including thousands of pounds of excellent software with each system. Colambinis Growth-one of the fastest growing companies in the high-technology field with anincreasingly successful international reputation, based on price/performance and technical excellence.
Columbia's Merits-a full range of IBM-PC compatible systems, with the portable, floppy discand Winchester based systems, complemented by the more expansive Columbia Professional.

## ColumblaiBMable and more!




UK COMPANY NEWS
Anglo Scottish may think again about unitisation

\section*{NZI CORPORATION LIMITED <br> | aborisad |  | Invedat |
| :---: | :---: | :---: |
| 600,000,000 | Ordinary Shares of NZ \$0.50 par value | 318,479,977 |

The Council of The Stock Exchange has admitted all the issued Ordinary Shares of NZI Corporation Limited to the
Official List



Kidder, Peabody International
$\stackrel{\text { Iof Cheapside }}{\text { London }}$
$\dot{C l}_{\text {Cazenove }}$ \& Co .
n2 Tokenbouse Yard
London EC2R 7 AN
22nd October, 298






RECENT ISSUES
Equities


FIXED INTEREST STOCKS


PENDING DIVIDENDS



## 

|  |  |
| :---: | :---: |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |

## RTZ agrees Portuguese copper mine purchase

## 


 owned oomp
ocher 51
iot exper
later this

Financial Times Monday October 221984


Taylor Woodrow has 45.5 m Dorset project


## CONSTRUCTION CONTRACTS

## $£ 7.5 \mathrm{~m}$ batch for Trentham

GENERAL SHOPPING S.A.

## In Liquidation

Societe Holding pour le Commeriee de Detail
5, Bonlevard Royal, Laxembourg

## NOTICE IS HEREBY GIVEN that the

ANNUAL GENERAL MEETING
of General Shopping S.A. in liquidation will be held in the conference room of Banque Internationale a Lusembourg S.A
bourg, on 9 ath November 1984 at 1100 a.m.

AGENDA

1. Report of the Board of Liquidators on the progress of the liquidation. 2.- Mascellaneous.
In order to be entitled to attend the above General Meeting, the share-holders-acerding to Article
deposit their share eertiticates at of least five days prior to the meeting (in deposit their share cerdicates at
this case on Friday, 2nd November at the latest) with the bank mentioned
hereafter Anginst deposit of share certificates, the following bank in the hereafter Arainst deposit of share certificates, the following ban
United Kingdom will then issue entrance cards for the meeting: as well as an or banks assuring the financial service for the company in other countries.

Luxemburg, 19th September 1984

## APPOINTMENTS



## Diary of parliamentary

 business this week

## BUSINESSMAN'S DIARY JK TRAEE FAIRS AKB

EXHIBITIONS

|  | Nevember $11-15$ <br> 1aternatinnal Domertic apd Con- <br>  |
| :---: | :---: |
| $\begin{aligned} & \text { ent } \\ & \text { art } \end{aligned}$ | November $20-22$ luld Handling Conference |
|  |  |
| 5th offshore 1nspeclion. Repair Malnienance Conference 6th AODC Underwater Engineering Symposium (01549 | invescment, Banking and Ias ance (01-868 4 \$66) $\qquad$ |
| 1). ${ }^{\text {a }}$ Aberdeen |  |
|  |  |
|  |  |

## OVERSEAS TRADE FARS

## 








## busimess

## COMFEREKHESS Oetraber 22-23








 Otrober 30


 Qive in thase wh gave-please

Baring Far East Securities Limited
As from today the London office will be at Holland House 1-4 Bury Street London EC3A 5DY Telephone: 01-621 1500 Telex: 887714/887741
The Tokyo office is now located at:
The Imperial Tower, 13th Floor
1-1, Uchisaiwaicho 1-chome
Chiyoda-ku Tokyo 100
Japan
Telephone: $03-593$ 3211 Telex: J25791

Member of The National Association of Security Deolers and Investment Monagers


## NEW YORK STOCK EXCHANGE COMPOSITE CLOSING PRICES



WORLD STOCK MARKETS


WORLD STOCK MARKETS




## RMPRAND MINES PROPERTIES

 LIMITED（Incorporated in the Rpublic of South Africa）

 DISPOSAL OF SHAREHOLDING IN THESENS




 proposed new sand trasment plant in





## cticular to mibmbers

A dravar containging relerant information will be issued to the members of the company of the ghereholdug in
Ofrown Mines．Rooad
Sohnnuesturg
ig Oecober 1984




 2

亿思










US．QUARTERLY RESULTS





FT LONDON SHARE INFORMATION SERVICE F


## 



INVESTMENT TRUSTS-COnt.





som



DAHCH: ECUMTES\& BONDS


|

## 

me Central Rand 2. Centan central Rand

Miximwaymuix

远
1



## CURRENCIES, MONEY and CAPITAL MARKETS




What went wrong with the 'Brazillan Boom'?


 Tr Ma Mendelto Dopirmear




The Euro-clear System now accepts

## U.S. Treasury Securities

targeted to foreign investors

The Euro-clear System is operated under contract by Morgan Guaranty Trust Company of New York

The Euro-clear System is a service of Euro-clear Clearance System Public Limited Company

## FINANCIALTIMES SURVEY

# Computers in banking 

With the spread of high technology, banks and financial institutions in many countries are developing systems to provide ever more rapid data communications. The new services range from electronic cash management and automated teller machine networks to 'cashless shopping' and home banking facilities.

## Major changes under way

EVERY CHEQUE guarantee card issned by a British clearing bank from now on could be regarided as a symbol of the way the fanancial communit has embraced new teehnology.
 ing, inctoding two levels of magnetic printing, concealed mierc
graphics, fluorescent coding and white light holography. record using labourintensiv
It ant underlines the technological future to and echnological future and
hee role. that - at $\qquad$


$\qquad$


## You're not going to win tomorrow's business battles with yesterday's technology.

[^2] than twelve thousand computer systems installedin Britain
Not sumprising really when you know ten per cent of its sales on research and development year after year to Iegularly deliver leading edge solutions
If you are out to win the battle for growth and proints, you need to talk with Data General first.

Please write or call Iain Davidson at

## Heavy investment in new technology



At Telerate

Spending will exceed \$4bn this year


## Complex worldwide networks

Telerate's composite foreign exchange pages display the most recen spot rates automatically. Markets change while you watch with each update from Telerate's contribuiting banks.

On Telerate, you don't have to keep punching keys to keep abreast of world events either Stay informed through the news 'window', a continual scroll of the latest news headlines on the bottom portion of your Telerate screen.

If you need current information on world currency and money markets, put Telerate to work for you.


|  |
| :---: |




## ...not our subscribers

 we put our computers towork...

## ar

## Scramble to upgrade communication links






Scandinavian banks are increasingly providing automated services to corporate US. banks

## Common cards

## speed change

OF ALL the Scandinavian banking eomimunities, Sweden is now poised to introduce
systems over the next few years.
The contimercial banks have The conimercial banks have used on-line automated
teller networks for several years and are about to instal
the second generation of terminals throughout the cotintry.


Functions
筑


 In Denmart banks hav

 pol the
jot
for
th by Pak, the Dantish credit
 should be opera
nert few years.











 fault-tolerant systems

on

NEW management report
Computers in Bandar an
mandiciares hre not erills


 Sill



## New foreign exchange service

$\qquad$

Wang. How do your
compare with ours?
There are times when a Data to react with astonishing speed a vital edg

WANG
The office automation computer people.

Computers in banking 4

## Technology cuts volume of paper-shuffling

THE ITPACT of computers and advanced cemmuni.
critions on the banking sidustry is now headiline news in


| electronicssector. |  | smart card uses in chashless payphones, is planned to rise from 2000 at end 1984 to 100,000 by 1990. |
| :---: | :---: | :---: |
|  | France dAYID MaRsh In Paris | A prellminary setback to the ready beer, registered. This is |
|  | Rightwing administration |  |
|  | sing of restrictions over |  |
| at of general informs. | b- |  |
| spired by the husiness-ike alms |  |  |
|  |  |  |
|  | ba | None the less, it is clear that |
| of efforts to smplity fimancla |  |  |
|  |  |  |
|  |  |  |
|  | ch-m |  |
|  |  |  |
|  | g | ${ }^{10-}$ |
|  |  |  |
|  |  |  |
|  | inver |  |
| for moving quicky to the |  |  |
|  | dich | yara aso with the prospect |
|  |  |  |
| followng the massive estensio | bearing plastc cardin carrying |  |
|  |  |  |
|  |  | Around 40,000 point-ofsale |
| a generaly greater, degree ot |  |  |
|  |  |  |
| Directive |  |  |
| pale de |  | Perrhaps tha |
| wblch was nationatsed in 1945 . | 2 | market-年t one where there is |
| was forced by the Government |  |  |
| to buy equipment from the | main |  |
| her cthan from |  |  |
| Business Machines when |  |  |
|  |  |  |
| shortly after the Socialists tool |  |  |
|  |  |  |
| The days of |  |  |
|  |  |  |
| madendes of | perative bank Cre |  |
| that competition has to b |  | eear, and to spread the service |
|  | Looking ahead |  |
|  | Tha alm is to use the |  |
| or users, |  |  |
| ela |  |  |
|  |  |  |
|  |  |  |

Software AG assures success


| Successful users | Our $u$ serra, over 1500 worldwide, regard our rpoduct Yange as furd damented element in their cancimued arve demmand ouality products |
| :---: | :---: |
| Successful products | Software $A G$ provides a comprehensiva range of integrated software, All application development, information centre and decision support needs ara met by one supplier, he best ...Software $A G$. |
| Successful company |  |
| Successful people | A successful company like Sofiware AG attracts <br>  combination of product expertise, efficient tustomer support and integrity in the market place. |
| Only Software AG has it . . <br> ... nothing succeeds like success |  |
| SOfURRE RE <br> OFTHE LNTEE KNEDOM LMMTED |  |
| Laurie House, Colyear Street, Derby DE1 1LA. Telephone: 0332-372535 Telex: 377 |  |


f3m order



## Vapr xafollak crina fie

 mation 2rency, yiow provides

Electronic links between banks and their customers are increasing
An important step forward


It happens every morning at the same time.
Companies usually famous for making money actually start losing it.

Theyre losing money on their money.
Because they don't know quickly just how much cash they have, they can't.make investment decisions quickly either

The problem; of course, is information. Or more precisely, the lack of it.

Fortunately, it's a problem our Electronic Cash Management service has solved.

Because the information that's normally available at our branches around the world can now be available on your desk.

Even before we're open.
At 8.30 every morning, in fact, a simple desk top terminal can now give you up-to-date information on all your UK bank accounts. (It completely up-dates your sterling accounts again by mid-day.)

By 9 odock it can complete the picture on accounts held anywhere from NewYork to NewSouthWales.(It also tells you of any maturing foreign exchange positions.)

And by the time most company treasurers are sitting down to their first coffee it can have helped you
make important investment or funding decisions worldwide.

As well as this information on balances, debits, credits and currency holdings, our service can also help you put your decisions into effect.

Using it, you can move funds electronically from your accounts in the UK and New York.

In sterling. In dollars. Or in any currency you care to hold.

All of which means we can now make sure your cash is working as hard as the rest of your business.

The only question to ask yourself, therefore, is what you'll be doing at 8.30 tomorrow moming?

Losing money for your company?

Or making it?
If youd rather it was the latter, ring Mark Wood now
 on 01-626 3607.

Or write to him at
 CorporateCashManagement,Barclays Bank PLC, 54 Lombard St, London EC3P 3AH.

Success was at the root of the society's problem. They had over 600 branches dealing with well over $8,000,000$ investors. Which inevitably meant that queues of investors weren't simply common in many of the busier branches, they were almost a way of life.

The society realised that such lengthy transactions were reason enough for investors to take their money elsewhere. And, as the society had always prided itself on giving the best possible service, they acted.

They invested in our Line One Terminal Equipmentand developed a system thatimproves service by cutting transaction time to the bone. A system that also simplifies procedures and improves cost-effectiveness and profit margins.

## WHY OLIVETTI?

Before the society decided on any new computer equipment, they analysed every single aspect of their business to determine exactly what roles they wanted the planned equipment to fulfill. They initially took these requirements to several computer companies.

They looked at each company's products. They asked each one to demonstrate its network, hardware
and software capabilities. The societylooked at each company's trackrecord, experience, suitability, support and whether or not they could actually get on with a given company.
(Afterall, they were going to have to work hand in glove with the successful company for many years.)

From their original list, the society drew up a short-list of three.

And finally chose us.

## THE FIRST STEPS.

We studied Abbey National's systems and network design.We looked long andhardatcounterdesign, training, equipment installation and passbook design.

Six specialist groups developed and implemented each of these areas.

We held regular seminars to ensure everyone involved thoroughly understood the system and its implications before installation.

Our engineers, together with the society's architects and contractors, visited every branch to prepare for location of the equipment.

Finally, when we and the society were happy with the project, installation began.

## FEW ERRORS. FASTER SERVICE.

Abbey National's Advanced Terminal System (ATS) has made life easier for both members and society staff. It's made service much much quicker for a start.

Now, the investor doesn't have to fill in every detail of his account and his transaction on a form. His new passbook has a magnetic stripe which records all hisaccount details. He simply presents this passbook and says how much he wants to withdraw or deposit.


The cashier
keys in this amount, feeds the passbook through a printer, which automatically reads the data on the stripe, and prints the new balance.

If the customer needs a cheque, the cashier simply feeds a blank one into the printer which automatically prints the amount. Transaction complete.

Exit one happier, more efficiently served customer.
And, because the cashier hasn't had to crosscheck transaction details and physically enter these details into control sheets, then write the cheque, errors are eliminated.

ATSalso reduces paperwork. It automatically updates balances, and transfers information.

The chances of abreakdownordisruption? Well, we can honestly say the system will probablyneverbeaffected by such occurences.
It has total resilience.
That means, that if a fault occurs in one terminal, the information can be accessed on the next. And even if a fault occurs in the central computer, the system is designed to continue working.

At all times.

## THE FUTURE.

ATS will keep Abbey National in the forefront of the marketlongintothefuture. Butbecauseit's quicker and simpler than conventional methods of service, it will help retain existing customers.

And more importantly, it will help attract new ones.It will increase the volume of business at each counter.It will continue to cut paperwork dramatically, and help the society to work to tighter cost controls. As market trends change, so too will the system. It is designed to grow, and adapt to the varying needs of the society. And its investors.

We've produced a short illustrated case history of the AbbeyNational project. It gives an in-depth assessment of how Line One system has cured the Society's headache. And why it can cure yours. Use the coupon below to order your copy at $f 5$ or to get more information.

To: Valerie Belfer (AN), British Olivetti Limited, Olivetti House, Upper Richmond Road, London SW15.
$\square$ Please send me a copy of the case study, 'Branch Automation in a large Building Society'. I enclose my remittance of $£ 5$ made payable to British Olivetti Ltd.
$\square$ Please supply me with details of the Olivetti range.
Name
Position
Company Address

Computers in banking 8

Suppliers play techonlogical leapfrog in a crowded market place

## Race to develop new systems



 on the market to satisfy the needs of persoant compaters mand cathenily
Reliability and security


## are the key issues



## Link between 1,500 banks




## Now a new generation <br> emerges

TRE CREAM of the U.S. banks have, for the most part Now the UK software trauma.
of Eurpean banks are in the throes
of the most massive software exercise they have under
 omplete. is to modisy com-
The nime is
letely ami ntterly the


provide research and develop-
ment funding for its Con:

ctial said the company was
Hogan, on tha other hand,



poday:
tray
the veppt for Hogan, none of
veroors who bave delluered

 around a central
fexible packas,
Anacomp has. s. mempenemit

## A delayed revolution in the High Street



## The big stumbling block

## is the cost factor

| CASE has lots of obrious disadvantarges: it's beavy and attracts robbers. Cheques are not much better: they generate mountains of paper. Yet the execronic | EFT/POS dand lasceums | to keep cash around answay for shoppers without plastic cards reluctant to take on added costs: in fect shop keepers in Fraint Eitienne, extic scene or oue |
| :---: | :---: | :---: |
| ng-murtumed |  | the banks yried to raise |
| Sod | or wone y from which |  |
| ds mad buips on 2 screen | , |  |
|  |  |  |
| The acmevement of few. Toodyy | under way. One of the most |  |
| world with a sliceessful systen |  |  |
| which allows sthoppers ta pey. a | is probaby beegium's where |  |
| the point of sale, with some | of resail outuers. maminy petrol |  |
|  |  |  |
| are plenty |  |  |
| nd | In the UK, the blg cleering |  |
| nic fur |  | sfal, its impact on thic |
|  |  |  |
|  |  |  |
| tee |  | 5 |
|  | ${ }^{-}$ | the terminal and telecommuni- |
| drat the shopper shoy |  | British Triecom, thougb as time |
|  | should be krown by the end | goes by they should creasing competition. |
| will canry out the finan- | hin almost aii these cases, the | But the building socieries may enter where the banks fear |
| The "morline" |  | to tread. |
| wail | view is that while EFTPYefis is | Tbe Anglia Building Society, |
|  | so far 25 it makes iffe 3 iot | che |
|  |  |  |
| ase | Sbe financiai burder. The banks |  |
| But white this is the | have therefore been rrizg to convince shop owners that | provincial town wibl 170,000 |
| 俍stem wich | EFT $/$ POS will reduce cosis, |  |
| executes the transactions at the end of each day. | relieve them of | frst in Britain. Angiia is boping |
| Then there is 2 combination | the premises, and also help with |  |
|  | These arguents have some | will then issue is account- |
| enourch moners but | force but are not totaly |  |
|  |  |  |
|  |  |  |

## WHICH COMPUTER DO THE BIG BANKS BANK ON?

When it comes to inter-banking transactions the big four do business with Tandem? ${ }^{\text {m }}$

The Clearing House Automated Payment System relies on it totally.

So do credit companies, leading insurance groups and major finance companies, both here and overseas.

The reason is simple.
No other on-line transaction processing system offers more power, more speed or more throughput capability, pound for pound invested than Tandem.

And a Tandem system will almost certainly offer you lower costs per transaction than any
conventional mainframe.
Add to that the fact that the Tandem system is designed to virtually eliminate data corruption.

It's designed to readily expand along with your company.

And its designed for maximum compatibilitywith practically everyother device on the market today.

Reasons why Tandem is fast becoming the number one choice in the financial world.

Makeityours by contactingustoday. Tandem Computers Limited,
13/14 Buckingham Gate, London SW1.


Tel: 01-828 3474

Computers in banking 10

Investors at home use viewdata to assess world markets

## Share-shopping by keypad

## HoganSystems.

 Bettersolutions forcompetitive financialgrowth.```
Increased competionn demands more
    Hogan supplies them
```



```
barkings sffumze in the ivorld
Our range ofIRM-compatible producis
Incudes Depositsand On:LuneDlhery Systems,
```



```
Mand complere interma
A Acomprehenshe range developed wo
```

ordduide
Benefisis include:
coss efferive operas
ew proyranmes to the more eficicestering of DP stafl changes lexibliry to intodue new mplieations on stage-by- sugeg basis.

- bhe capacky
to buik Sistem thax's salmost infiniticdy deevelopable



 One recent surcey by AGB
Cabie and Virwwata, bsedi
very
small sample, indicate
 were pleased with Homeling
and hale more hhan hation tho
sampied were using the servic
several times 3 week.
 sowly and in most cases is
regarded is in experiment by
ibose involved pernaps the
best.known example is at Gates
bead


## The Gateshead Shopping an Information Service is a join



Farlier this year the ssysem
moved from neighourbood and
community centres into indition
 The bousebound or those wbo
And it dimeutit visit one large
stores of the city centre.
Those in need Dr Ross Daviles of Neweastle
पniversity, who hhe been lead


So far, elderly users have
taken to their view data kespadis
with

 Further sooth, in Birming
bam the grocries
frome deiveret from carrefour, here selperrertore
subssidiary of the Dee Corpora
tion.
${ }_{403}{ }^{\text {Th }}$


Transactions from the comfort of your armchair


## Lessons from Chips and Chaps

## THE CITY of London's town clearing system received sharp dose of new technology last CHAPs the Cearing Houses Automated Payments System) was introunce.




## Fast growt




For strength, look to our roots.



Bankers' growing concern over computer crime
(1)



 Comipures wied eing cysten



Technology will play a vital part in new market's success

## Key decisions still awaited

## .

 Rerner

 $\qquad$



They all chose their computer systems for different reasons


They all chose DPCE computer maintenance for the same reason


Laser techniques, holograms and signature scrambling systems are among the devices to outwit the growing numbers of cash card villains.

## New systems to combat credit card fraud

| Plastic card developments geofrrey charlish |
| :---: |
| SINCE the mid-1970s a num- ber of plastic cari technologies have appeared, aimed at reduc $\mathrm{ing}_{\text {ing }}$ fraud losses (probably |
| Sel |
| the major card isuing organi. |
| dit card companies-are locked |
| Penter creas reenly, the stripe on |
|  |  |
|  |
|  |
|  |
| in the main, the embossed ebar. acters on the card are still used |
|  |  |
|  |
|  |
|  |
|  |
| ally removes the card signat |
|  |  |
|  |
| The drivime licence, stol |
|  |  |
|  |  |
|  |
|  |
|  |
|  |  |
|  |
|  |
|  |
|  |  |
|  |
|  |
| nated into his card, a solution advocated by Data Card inter national, makes the price per |
|  |  |
|  |  |
|  |
|  |
| Last year Data Card unreiled |
|  |
|  |  |
|  |  |
|  |  |


laser scanners used in mans
supermarkers
Initially the card will be used



 The chip remembers, we




 card is, isten the thormse mime
and addeess and tie transaction
data.


 There is no shornage of tech.
nical
ritish options.
In
Britecin




 special
inc ine
Ther
 stirt

During maxatuacture, with the
mannetic oxide in a wet con.
 In addition optical character






Moble Datamate fireresistant safe designed for
High cost of recreating lost financial data









resistant data protecton sifes
has just been launcbed by Levy


OFFICE TECHNOLOGIES INTERNATIONAL Ild Balley Lond 4 M 7 EL 01-236 9374/5




## Robot help for the cashier




[^0]:    
    
    
    
    
    
    
    
    
    
    
    
    
    
    
    
    

[^1]:    One is called Bovis Construction. better than me too's too.).
    And the other, ${ }^{\prime}$ me too.
    Ber more information, plasc call Because whenever a project is built under a Management Contract it's using a merhod of developed and brought to professional perfection by Bovi professional perfection by Bovis.
    So why build your hopes on a copy-when the original's on the other end of $01-4223488$ ?
    other end of 1 (You'll probably find our price
    . Bovis Construction Ltd. Operating the fee system of building.

[^2]:    Everyone knows business today has inbecome more competitive, more of a battle A struggle for growth, a iightfor profits But to win this beftie, companies need therightapproach, he night businessammal
    nition on call day after day, year atter year At $D$ ata need; our philosopkyy is buritaround it Aeed; our philosopay is buil around customers' needs to win when the comp tition is really working hard.

    This is why Data General has become one of the worlds's leading providers of new
    generation computer systems, with more

